

LATHAM & WATKINS^{LLP}

VIA ELECTRONIC FILING

April 11, 2011

Marlene H. Dortch
Secretary
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

Re: Notice of *Ex Parte* Presentation

ViaSat, Inc. and WildBlue Communications, Inc.
WC Docket No. 10-90; GN Docket No. 09-51; WC Docket No. 07-135;
WC Docket No. 05-337; CC Docket No. 01-92; CC Docket No. 96-45;
WC Docket No. 03-109

Dear Ms. Dortch:

On April 8, 2011, Mark Dankberg, Chairman and CEO of ViaSat, Inc.; Lisa Scalpone, Vice President and General Counsel of WildBlue Communications, Inc. (a wholly-owned ViaSat subsidiary), and the undersigned as outside counsel, met with the Commission representatives listed below to discuss these proceedings.

The attached presentation formed the basis for the conversation, as did the positions of record of ViaSat and WildBlue regarding the significant role that satellite broadband can have in meeting the needs of the unserved, reducing the overall size of the CAF, and generally providing a positive competitive influence in the broadband industry throughout the nation.

Please contact me with any questions.

Respectfully submitted,

/s/ John P. Janka

John P. Janka

cc: Attached list

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The Role of Satellite in the CAF

April 8, 2011

ViaSat Background



- **ViaSat is communications network technology & services company**
 - ✓ **Not just satellite**
- **Digital radio & networks**
- **Secure networks**
- **Systems integration**

- 
- A vertical strip on the left side of the slide contains a grayscale image of several people. At the top, a person is wearing a helmet. Below, there are images of men in business attire and a young child, suggesting a diverse user base or workforce.
- **Competition is crucial**
 - **4 x 1 Mbps monopolies cement digital divide.**
 - ✓ 4 x 1 spec matches DSL loop length
 - ✓ How does it match subscriber demand?
 - **Early years to undo reliance on current support.**
 - ✓ Delay
 - **USF issue: Rules tied to specific technology – not policy**
 - **And, no one wants to undermine voice *capabilities* of current telco service that users value**

Achievable Objectives



- **Serve rural citizens**
- **Enduring competition in all areas.**
- **Progressively higher speeds.**
- **Innovative new technologies & blends.**
- **Competitive dynamics reflect market forces**
- **Lower costs for same service**
- **Better service at same or lower cost**
- **Necessity is the mother of invention**

Doesn't more competition further these objectives?

Broadband User Interest

ViaSat

- Applications driven by speed
 - ✓ Is there evidence otherwise?
 - ✓ Tele-commuting, medicine, education



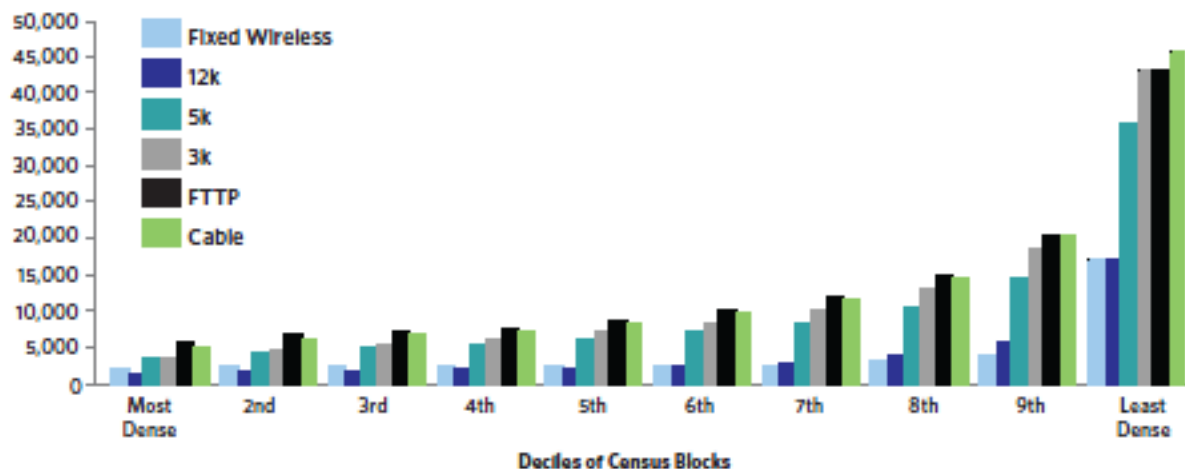
Table 6
Percent of Households Engaging in Online Activities

Online Activity	Current Internet Use at Home	Use Given Broadband at Home	Difference
Downloading Movies	5%	21%	16%
Streaming Audio	20%	33%	14%
Downloading Music	14%	28%	13%
Uploading Movies	4%	14%	11%
Home Networking	7%	16%	9%
Homework	32%	40%	8%
Telecommuting	16%	23%	7%
Viewing Video Content	20%	27%	7%
Buying or Selling on eBay	27%	32%	6%
Online Banking	32%	38%	6%
VoIP	2%	7%	5%
Uploading Music	21%	25%	4%
Downloading Photos	33%	37%	4%
Getting News	42%	45%	3%
Instant Messaging	31%	33%	2%
Posting on Blogs	4%	6%	1%
Reading Blogs	11%	10%	-1%
Playing Games	36%	34%	-1%
Getting Directions	57%	55%	-3%
Surfing the Web	64%	60%	-5%
Shopping	51%	46%	-5%
Social networking	21%	15%	-6%
Uploading photos	40%	33%	-7%
E-mailing	79%	69%	-10%

Alternatives

- 4 x 1 speed matches DSL loop length
- Satellite can offer higher speed at lower cost in many areas
- Competition will improve services & economics

*Exhibit 4-C:
Present Value of
Total Costs for All
Technologies in
Unserved Areas¹²*

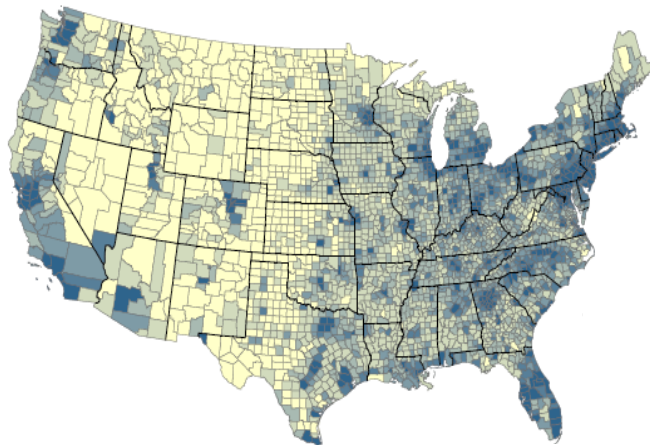
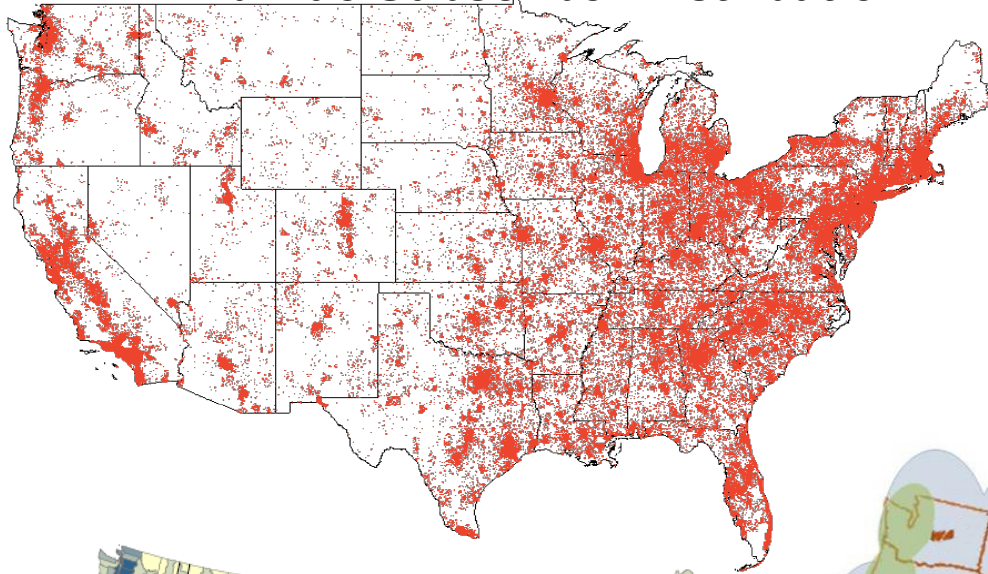


Ordered by unserved housing-unit density

Target VS-1 At Demand

ViaSat

WildBlue Subscriber Distribution



US Population Distribution

**WildBlue1
Anik F2**



Viasat-1

